

Message Text

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FM AMEMBASSY WARSAW

TO SECSTATE WASHDC 9319

INFO AMEMBASSY MOSCOW

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E.O. 11652: N/A

TAGS: BEXP, UR, PL, CZ

SUBJECT: PROPOSED PULP AND PAPER PROCESSING EQUIPMENT

TRADE MISSION

REF: A) STATE 111016

B) MOSCOW 8129

FOR COMMERCE: BEWT/TPD

1. NOVEMBER TRADE MISSION SCHEDULE FOR WARSAW ALREADY INCLUDES AMERICAN GEAR MANUFACTURERS ASSN. IOGA MISSION (DURING PERIOD OCT. 21-NOV. 4, TENTATIVE); PMMI IOGA MISSION (NOVEMBER 2-6, TENTATIVE); AND PHARMACEUTICAL PROCESS CONTROLS SPECIALIZED TRADE MISSION (LISTED ON BEWT PROMOTIONAL PROGRAM OF APRIL 10, 1974). WE REITERATE THAT THIS POST IS NOT EQUIPPED TO HANDLE MORE THAN ONE MISSION EVERY SIX WEEKS. TIMING PROPOSED IN REFTTEL IS UNACCEPTABLE UNLESS OTHER MISSIONS SCHEDULED FOR NOVEMBER ARE CANCELLED.

2. PULP AND PAPER INDUSTRY IS RAPIDLY DEVELOPING IN POLAND. MAJOR PULP PLANTS ARE PLANNED FOR KWIDZYN AND SKOLWIN (NEAR SZCZECIN). VALUE OF KWIDZYN PROJECT, IF DONE ON TURNKEY BASIS, IS ESTIMATED AT ABOUT \$300 MILLION. WE DO NOT NOW HAVE INFORMATION ON SKOLWIN PROJECT, BUT WE UNCLASSIFIED

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UNDERSTAND IT IS SMALLER THAN KWIDZYN AND MORE ADVANCED,

AS BEWT/TDAD IS AWARE, POLES HAVE SOUGHT U.S. BIDDERS ON KWIDZYN WITH NO SUCCESS.

3. WE ARE NOT AWARE OF ANY U.S. FIRMS WHICH HAVE SOLD EQUIPMENT TO THE POLISH PULP AND PAPER INDUSTRY. TWO U.S. COMPANIES, MEASUREX AND ACCU-RAY, ARE ACTIVELY COMPETING FOR SALE OF COMPUTERIZED PROCESS CONTROL EQUIPMENT FOR THE INDUSTRY. FITCHBURG PAPER COMPANY HAS DISCUSSED DIRECT SALES AND POSSIBLE LEASING OF CERTAIN COATED PAPERS FOR REPROGRAPHY. A REPRESENTATIVE OF CHILEWICH CLAIMS TO BE ACTING ON BEHALF OF BECHTEL IN BIDDING ON PART OF SKOLWIN PROJECT. MOST PULP AND PAPER PROCESSING EQUIPMENT IMPORTED BY POLAND FROM WEST COMES FROM FINLAND AND SWEDEN FOR BOTH FINANCIAL AND TECHNICAL REASONS.

4. U.S. COMPANIES IN THIS FIELD PROBABLY HAVE LITTLE CHANCE FOR SUBSTANTIAL SALES UNLESS THEY ARE WILLING TO UNDERTAKE TURNKEY OR COMPLETE PLANT PROJECTS. FINNISH BILATERAL AGREEMENTS WITH COMECON, AS WELL AS HIGH TECHNICAL LEVEL OF FINNISH EQUIPMENT, PRESENT U.S. FIRMS WITH STIFF, AND POSSIBLY UNBEATABLE, COMPETITION. IF U.S. COMPANIES ARE WILLING TO TAKE ON TURNKEY PROJECTS, WITH COMPENSATION LARGELY OR WHOLLY IN PRODUCT (PULP), COMMERCIAL POSSIBILITIES MIGHT BE FOUND. WE AGREE, THEREFORE, WITH MOSCOW'S SUGGESTIONS FOR MISSION COMPOSITION AS SET FORTH IN REF B, PARA 2.

5. IF A MISSION CAN BE ORGANIZED ON LINES PROPOSED, WE WOULD SUGGEST SCHEDULING MISSION FOR JANUARY-MARCH PERIOD. MISSION WOULD VISIT WARSAW AND LODZ, WHICH IS CENTER FOR ASSOCIATION OF CELLULOSE AND PAPER INDUSTRY.
DAVIES

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